

Audit's[®] MARKET ANALYSIS OF SECURITIES OF REITS AND REAL ESTATE COMPANIES

Realty Stock Review

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The stock market smells lower interest rates, no doubt about it, and so all but two of our realty stock groups rose the past fortnight. Only laggards were the realty service/syndicator group and liquidating companies.

Overall, realty stocks rose 2.5% in the two weeks vs. 1.6% rise for the Dow-Jones Industrials. Our Group Action Summary on page 8 shows that major home-builders rose 10.4%, by far the best performance and evidence of the scent of lower money. But the group is still down 18.7% for the year to date. Mortgage bankers (Group 7) and Manufactured housing stocks (Group 10) were also up 4.7% and 4.8% respectively.

Thru the end of Oct. the best performers have been equity owners of income properties: Group 1-Property REITs, up 6.4%; Group 6-Income Property Owners, up 12.3%; and Group 8-Diversified Realty Companies, up 12.7%.

There's a lot of optimism about the future of REITs and attendance at last week's National Assn. of REITs convention was up some 40% to its highest level in about seven years. Speakers were bullish with talk of major new REITs on the drawing boards of investment bankers and one said at least three new REITs want to offer over \$100 mil. of shares each.

For emphasis, during the convention Equitable Life Assurance filed to offer EQF Realty Investors I, described on the cover of the prospectus as a "closed-end, finite-life, fully-specified, real estate investment trust." EQF plans offering 10 mil. shs. at \$18, for \$180 mil. equity. It plans buying three substantially unleveraged properties and will terminate in approx. 14 years. The "I" in the name suggests more REITs in Equitable's planning.

Some of these new REITs may be sponsored by real estate developers, it was said, and indeed the partnership which will advise EQF is 50% owned by Equitable and 50% by Kravo Co., a major owner and manager of shopping malls which is half-owned by Equitable. The offering is similar to that of MSA Realty early this year. With this stress on shopping centers, some are already conjuring up visions of more General Growth Properties, the most successful developmental trust from the early '70s. Planned or not, GGP is now selling most properties in a self-liquidation.

Some part of this surge of new REITs may just reflect that (1) capital is tough to come buy and (2) more money will flow to REITs in the future, less to syndicators. Since REITs must discharge income to holders, what better way to whittle the Federal deficit?

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MARKET ANALYSIS: BLOCK BUYING SLOWS BUT CONSOLIDATIONS, GOING-PRIVATE DEALS UP

Our semi-annual tally of insider and outsider block buying in realty stocks shows more slow-down in outsider buying but an upsurge in going-private and consolidation deals. This means you should be more leery about following the better-known block buyers and opt instead for holding situations where mergers and/or consolidations seem likely. Here's a brief look at events in the major categories:

Going-private deals: Since our last tally in May, three companies have gone private:

Charan Industries, bought by the Ryan family via a \$5 per share tender offer in Sept.; shares had traded at about \$3.50-\$3.75 before the deal.

Shapell Industries, bought by its controlling founders in Aug. at \$65, vs. \$48-\$50 before the purchase;

Towermarc, acquired in Oct. for \$10.65 per share cash by its Saudi-owned principal holder, Freehold Investments Ltd.; shares were at about \$6 before the deal's announcement.

Two other similar deals are pending: **Maxxus Inc.**, formerly Maryland Realty Trust, has agreed to be acquired by Maxxam Group, Inc. (formerly Simplicity Pattern Co.) for either \$5.85 per share in cash (up from \$5.70/sh. previously announced) or \$5.85 per share in Maxxam Group stock. Both companies are controlled by Federated Development Co. and Houston Investor Charles Hurwitz. The merger must be approved by holders of both companies. Maxxus traded about \$4.25 before the deal was announced.

Dominion Mtg. & Realty Trust has agreed to be acquired by Southmark Corp., 76.5% owner, for either \$5.35 per share in cash or Southmark common. Dominion holders must approve.

But **Southland Financial Corp.**, the biggest going-private deal, still is hanging fire, with outcome perhaps ri-

ding with desires of Wall Street arbitrageurs led by Ivan Boesky who's accumulated 9.9% of SFIN. SFIN's chairman and president, Ben H. and John W. Carpenter III, hold about a 30% stake in the company and announced a going-private bid in September with a nominal \$42 per share face amount but about a \$32-\$33 current value. That offer was withdrawn in Oct. when Dallas real estate investor Craig Hall also bought a 9.9% stake and Wall Street traders figured a higher offer was in the wind.

The Carpenters and Hall have now agreed that Hall will vote his shares with the Carpenters thru July 31, 1985, and that the Carpenters will have an option to buy, and Hall will have an option to sell, the Hall block during June and July 1985 at \$37.50 per share. All this means to us that SFIN shares at \$30.75 are good medium-term speculative holdings for an eventual going-private bid at higher prices. SFIN owns two major downtown Dallas properties plus the Las Colinas planned community west of Dallas (See RSR, July 13 & Sept. 21).

Meantime, **Ryan Homes, Inc.** announced and then withdrew a going-private proposal, mainly because several large holders regarded the \$24 per share price as too low.

The most obvious going-private candidates in our list are: **Novus Properties**, a thinly traded former REIT where Southmark Corp. has boosted its stake from 72.7% to 79.7%; **Parkway Corp.** whose controlling Eastover Corp. has transferred holdings to a new Congress Street Properties and upped stake from 40.8% to 51.9%; possibly **Tierco Group Inc.** where the controlling Gellert family of New York City and their Windcrest Partners boosted holdings from 38.2% to 51.9%; possibly **Fraser Realty Inc.** (formerly Fraser Mortgage Inv.) where the managing Fraser Mtg. Co. increased ownership from 26.6% to 40.7% by buying out investor Richard Green.

Pending non-cash mergers of entities with overlapping ownerships include: **Treco Inc** and **Sunstates Corp.**, both with major shareholdings controlled

by Chicago investor Clyde Engle and his Wisconsin REIT (Audit's investment banking affiliate, Campbell & Dillmeier, is advising independent directors of Sunstates); and **Avalon Energy Corp.** (formerly CMT Investment Co.) and **Tri-South Investments**.

Outside block buyers: This category still commands investor interest because entrance of large outside investors can change the course of a trust or company dramatically; the possibilities are multiplied when two or more outsiders both begin accumulations.

Most dramatic recent example is **Florida Gulf Realty Trust** where two investor groups joined forces and won agreement that the trust will offer to sell its assets for \$20 per share net to holders by next June; if no sale is completed, management will pass to the two shareholder groups.

In this same vein **American Equity Investment Trust** was recently sold for \$24 per share net cash; **Wincorp Realty Investors** last week approved sale of assets for \$46.85/sh. cash plus \$1.65/sh. in two years based upon contingencies to a Los Angeles real estate company and a subsidiary of New England Mutual Life Insurance Co. of Boston; and **Real Estate Investment Properties** successfully tendered for 86.5% of shares of U.S. Equity & Mortgage Trust at \$10 per share. U.S. Equity traded about \$6 before. Other accumulations:

American Century Corp. stake of 31% is to be acquired by Texas land investor G.H. Stool, who took control. Stool owns 471,500 sh., and has agreed to buy 650,000 sh. at \$12.90/sh. from former chairman John H. Roberts, subject to regulatory approval. ACT concurrently will buy back 1.45 mil. shs. (about 31%) from Roberts and his Summit Savings Assn. in exchange for two San Antonio properties. Roberts in turn agreed to buy from Commerce Savings Assn., ACT's main subsidiary, a tract of developed and undeveloped land at Aspen, Col., site of a proposed resort hotel and condominium development for \$10 mil. cash plus approx. \$38 mil. over 18 mon.

Roberts capped this burst of activity by buying, thru TransAmerican Capital Corp., subsidiary of his privately held Summit Savings, a 29.8% block of **Christiana Cos.**, San Diego based homebuilder and a former RSR Asset Play Stock (see RSR, Oct. 19). Most of the block was bought from Carma Ltd., a troubled Canadian land company. Roberts' partner in CST is New York investor John P. Holmes Jr.

Bay Financial Corp. stake was increased to 22.4% from 18.5% by Dallas investor Paragon Assoc. (Bradbury Dyer).

Homac Inc. holdings were increased by two investors: Gilbert Silverman, from 7.1% to 11.3%; and a group led by Gould Investors Trust, from 9.1% to 12.8%. Management also owns sizeable holdings in Homac.

Leisure + Technology Corp. stakes of 11% have been assembled by New York City investment funds Cumberland Partners and Cumberland Associates; and of 9.8% by Denver family investment group headed by Paul M. Hoff Jr. Chairman and Pres. Michael Tenzer owns about 27.7%.

Lifetimes Communities Inc. holdings of 13% was reported by Beverly Hills investor and hotel man Leonard M. Ross, who said he intends discussing taking a more active role in LFTM.

Kaufman & Broad Inc. block of 8.3% was bought "for investment purposes only" by a group led by J.B. Haralson, chairman of Mercury Savings Assn., Houston; Chrm. Eli Broad owns about 22%.

New Plan Realty increased its stake in **Pennsylvania REIT** from 8.6% to 9.3%, mainly thru holdings of convertibles. NPR says this is for investment only.

Perini Investment Properties block of 9.5% was bought by Harris Assoc., Chicago investment firm.

Realty ReFund Trust holdings were upped to 9.1% by **Gould Investors Trust**, from below 5% in May.

Non-adversarial blocks were bought or increased thru various routes in:

(continued on page 6)

#-Representatives of group control or manage entity.
Z-Representatives hold one or more board seats but do not control.
b-Total shares that would be held if all warrants, options, preferred, or debentures were to be converted; and the group's percentage of shares that would then be outstanding.

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*-Date of last proxy, 13-D or other report, adjusted for known sales (some subsequent sales may not have been reported).

INSIDER AND BLOCK HOLDINGS IN REALTY TRUSTS AND CORPORATIONS

*-Total shares that would be held if all warrants, options, preferred, or debentures were to be converted; and the group's percentage of shares that would then be outstanding.

Angeles Corp., a 19.2% stake acquired by Quintex Energy Partners when ANG acquired Quinoco, an oil and gas syndicator. ANG Chrm. William Elliott upped his stake to 42% and First City Properties, controlled by the Belzberg family of Canada, acquired 7.1%;

British Land of America, a 13.6% stake held by 315 Park Ave. South Inc., subsidiary of Leucadia National Corp., acquired in exchange for a Manhattan property;

Central Mortgage & Realty Trust, 43.6% stake via new shares acquired by investors led by John M. Murphy, investor of Dublin, Ireland and Orlando, Fla.; Kenneth D. Campbell, RSR publisher; and Robert L. Dillmeier, of Audit's affiliated investment banking firm;

Grubb & Ellis holdings of 12.6% by Henry C. Miller and 5.6% by Vance Miller were acquired when GBE acquired the Henry S. Miller Co. of Dallas;

Rockwood National stake increased by Eastover Corp. (thru new Congress St. Props.) from 25.2% to 31.6%.

Southmark Corp. holdings upped from 23.6% to 27.1% by the group led by Chrm. Gene Phillips.

U.S. Home Corp. stake was reduced from 14.1% to 12.7% by Societe Des Maisons Phenix, a Paris homebuilder, which said it intends remaining a significant minority holder in UH. Chrm. George H. Matters and Pres. Robert J. Strudler acquired additional shares via private purchases to hold 167,378 and 30,014 shs. respectively.

RANKING REVIEWS: ANGELES CORP., BERG ENTERPRISES AND FPA CORP. HOLD RANK

We've reviewed three stocks the past two weeks and are holding all Ranks unchanged. Rankings are reviewed annually and are based upon historic earnings and dividends, current financial strength, and management capability for the future (see p. 8). Stocks reviewed:

Angeles Corp. maintains C Rank with continued earnings gains and financial balance. ANG earned 97¢ sh. from operations in its June 1984 year, v. 8¢; taxloss benefits of 71¢ brought full-year net to \$1.68/sh. Revenues of \$62.5 mil. are 52% syndications and other

investment product sales, including interest on limited partner notes; 20% manufactured home sales on mobile home parks operated by ANG; 16% broker-dealer services, mainly product sales; and 12% securities management services.

Operations: ANG raised \$122.6 mil. equity for syndication programs, up 15%, with new leasing and entertainment programs adding to volume. A new division generated \$3.75 mil. from building incremental space and common facilities in managed mobile home parks. A public cinema program incurred losses and ANG agreed to share \$906,000 (30¢ sh. pretax) of such losses. Investment programs generated 49% of pretax operating income. Manufactured home sales in ANG parks fell 26% to 306 units, mainly because weather delayed construction of new spaces. Both manufactured housing and broker-dealer services, mainly to sell programs, sustained operating losses equal to 24% of pretax. Securities management, done thru First Pacific Advisors which manages \$1.2 bil. pension and mutual fund accounts, generated 60% of pretax income on a 52% pretax margin.

Acquisition & financing: In Aug. ANG acquired Quinoco Cos., New York sponsor of oil and gas partnerships owning income producing energy properties. On a pro forma basis including Quinoco, ANG would have earned \$2.21/sh. ANG paid \$50.7 mil. for Quinoco including \$12 mil. cash, \$32.5 mil. 10.75% debentures with \$21.7 mil. present value; \$5.1 mil. common stock (475,000 sh.) and \$11 mil. preferred stock, part of which ANG expects to replace with 325,000 additional common and 900,000 warrants similar to ANG's 747,500 existing warrants to buy shs. at \$21 thru Jan. 15, 1991. On a pro forma basis ANG will be capitalized at \$50.9 mil. debt and \$12.5 mil. preferred, or \$63.4 mil. obligations over \$30.2 mil. equity, or 2.1-to-1 leverage. While shs. sell at a low 4.5 times pro forma EPS, leverage imparts some volatility to EPS and outlook for real estate and energy syndications remains clouded. Shs. at \$10 continue as holds short- and long-term.

Berg Enterprises Inc. holds C Rank off a strong earnings performance. BRG netted \$1.63/sh. (\$1.59 diluted) in its

June fiscal year, up 38%. BRG is a rapidly growing mortgage banker with property syndication and management units. Revenues of \$57.4 mil. are divided 44% mortgage origination; 32% interest on loans held pending resale; 12% mortgage servicing; 7% equity in 50% owned syndication joint venture; 6% other. Pretax income of \$15.5 mil is 76% mortgage banking, including \$2.1 mil. gross income from sale of \$88 mil. servicing at 2.42% of balances ("an offer we couldn't refuse," says BRG.) Loans closed rose 13% to \$880 mil. and the portfolio of loans serviced for third-party investors rose 29% to \$1.5 bil. Real estate syndication is conducted thru 50% owned Berg-Harmon Assoc., whose revenues rose 75% to \$14 mil. and pretax income rose 76%. Berg-Harmon syndicated \$89 mil. value of properties in 1984, up 53%. BRG has begun a management partnership, First Realty Management/Consultants and it manages 10,000 apartments. Finances: Corporate debt of \$7.1 mil. is 0.3 times equity. In addition BRG has borrowed \$191.5 mil. under warehousing lines secured by mortgages originated. Given a stable rate climate, BRG could earn \$2.00/sh. in 1985. Shs. at \$12.75 (NYSE) are an aggressive growth holding.

FPA Corp. also holds C Rank by returning to profitability and expanding operations. FPO is a Florida based community builder which also builds homes near Philadelphia. It earned 63¢ sh. in the June 1984 year, v. 54¢ loss. Sales and revenues rose 81%, buoyed by a 97% increase in residential property sales and 725% increase in land sales. Land sales contributed \$4.3 mil. or 44% to operating profit, while lower-margined residential sales were 13.5%. Resort and country club operations, mainly the Spa and Hotel at FPO's Palm-Aire property in Pompano Beach, Fla. operated at a loss (8%) while interest and other income generated 50% of operating income. FPO intends selling more land and has \$15 mil. more transactions in the pipeline; it now builds in 11 locations to remove dependence upon one site or market. Shs. at \$10 sell below \$12.72 book value and unbooked land profits. We list now as L-T buys.

NEW HIGHS & LOWS: NEW HIGHS SURGE TO 24 V. 2 LOWS, BEST RATIO SINCE JUNE '83

New 52-week highs and lows by category thru Oct. 31 are:

NEW HIGHS (24)

Gr.1&2-Prop. & Comb. REITs (10): Cleve-Trust Rl., Gould Inv., Hotel Inv., IRT Prop., MSA Rlty. new, REIT of Cal., Storage Equity, Wash. REIT, Western Inv. RET.
Gr.2-Comb. REITs (1): Mtg. Growth.
Gr.3-Mtg. REIT (1): PNB Mtg. & Rlty.
Gr.4-Major Bldr. (3): Centex new, Presley Cos., Standard-Pacific.
Gr.5-Other Bldr. (3): Christiana, Gulfstream Land, Hovnanian Ent.
Gr.6-Income Prop. (2): Koger, Towermarc.
Gr.7-Mtg. Bank (1): Lomas & Net. Fincl.
Gr.8-Diversified (3): Cit. Growth, First Carolina Inv., Landmark Land.

NEW LOWS (2)

Gr.3-Mtg. REITs (1): Wedgestone Rlty.
Gr.5-Other Bldrs. (1): Punta Corda.

APPRAISED ASSET VALUE COMPARISONS

QUALIFIED REITS	DATE	APPRAISED % PRICE	
		VALUE/ SHARE	TO APP. VALUE
BANKAMER RLTY	7/84	\$31.50a	89.7%
CALIFORNIA REI#	12/83	\$12.89	94.1%
CLEVETRUST RLTY	9/83	\$24.00b	70.8%
COMMONWLT# RLTY	11/82	\$17.00	50.8%
FIRST UNION RE#	6/84	\$33.44	82.6%
HOTEL INVESTOR#	8/84	\$36.45	72.0%
INTL INCOME PR#	12/83	\$11.79	91.2%
IRT PROPRY CO#	12/83	\$19.60b	91.2%
JMB REALTY	8/83	\$19.34	93.1%
MORTGAGE GROWTH	11/83	\$18.25b	93.2%
NATL CAPITAL RE	12/83	\$8.29	60.3%
NEW PLAN RL TR#	7/83	\$13.85	94.3%
PROPERTY CAPITL	7/84	\$43.40	87.3%
PROPTY TR AMER#	12/83	\$18.50b	73.0%
REIT AMER INC #	10/83	\$58.03	50.0%
RL EST INV PRP#	12/83	\$18.91	75.4%
SANTA ANITA	12/83	\$23.98	88.1%
SIERRA RE EQ82#	12/83	\$11.20	89.3%
SIERRA RE EQ83#	12/83	\$10.27	98.6%
USP RL EST INV#	12/83	\$15.57	69.0%
WASH RE (WRIT)#	12/83	\$26.50b	84.0%
WELLS FARGO M&E	6/84	\$30.31a	85.4%
WESTERN INV RE#	12/83	\$17.98	90.4%
AVERAGE			81.5%
OPERATING COMPANIES			
BAY FINCL CORP	5/84	\$33.94	67.4%
CARLSBERG CORP	5/84	\$17.83	40.7%
FAIRFIELD COM	2/84	\$18.62	77.2%
KOGER CO #	6/84	\$23.57	107.7%
NEWHALL INV PR#	12/83	\$17.90	72.6%
PERINI INV PR #	6/84	\$15.11	84.4%
ROUSE CO #	12/83	\$40.13	88.8%
SAUL (BF) REIT	9/83	\$20.42	78.4%
SOUTHWEST RLTY#	12/83	\$21.12	68.7%
AVERAGE			76.2%

Appraised market values of net assets (i.e., properties held) are either reported publicly by companies or estimated by RSR (see note b). Values are estimated by management and concurred in by independent appraisers except for: Koger Co. values set by independent appraisers; New Plan Realty, management estimate only. Share values are fully diluted.

a-Entity has not revalued mortgages.

b-Estimated by RSR; not confirmed by Trust or Co.

CONVERTIBLE DEBENTURES

STRAIGHT BONDS

DEBENTURE	EX	INT (%)	MAT	MIL \$ OUT	CONV SH(000) AT RESERVD	RECENT PRICE	YIELD (%)	CONV PARITY	STOCK PRICE	ISSUER & DESC.	EX	INT.	MATURITY	MIL \$	PRICE	% YIELD	
AMER CENY'B	NY	6.75	'91	9.81	16.72	586	69.00	9.8	11.53	8.33	AMER CONTNL-A	OC	10.75	8/1/90	125.0	81.50	13.2
ATL METRO	OC	6.75	'91F	7.33	6.79	1079	58.25	11.6	3.95	1.00	AMER PAC-B	PS	16.25	9/30/94	4.3	96.00	16.9
BANKAMER RLT	NY	9.50	'00	2.16	17.44	124	143.00	6.6	24.93	28.25	BAY COLONY PROP-B	PS	8.50	3/15/89	12.3	83.63	10.2
BANKAMER RLY	NY	9.50	'08	50.00	31.00	1612	98.50	9.6	30.53	28.25	CAMPANELLI-B	AS	12.88	7/1/94	14.5	74.88	17.2
CENTENNIAL	OC	7.00	'86	1.41	16.67	85	83.00	8.4	13.83	0.94	DEV CP AM-C	AS	10.00	3/1/93	5.2	68.00	14.7
CENTENNIAL*	OC	7.00	'86	1.41	16.67	85	83.00	8.4	13.83	1.50	DEV CP AMER-C	AS	12.00	7/31/94	9.2	74.63	16.1
FED NATL MTG	NY	4.37	'96	27.46	19.63	1399	93.00	4.7	18.25	16.75	FAIRFIELD-C	AS	15.13	2/15/97	20.0	100.00	15.1
FIRST UNION	NY	10.25	'09	38.50	32.00	1203	102.50	10.0	32.80	27.63	FPA CORP-C	AS	14.50	9/1/00	25.0	96.00	15.1
KOGER PROPS	NY	9.25	'03	20.00	29.75	672	86.75	10.7	25.80	24.63	GRUBB & ELL-B	PS	8.50	12/3/87	11.4	90.00	9.4
LQM&NET FIN	NY	9.75	'08	109.35	24.25	4509	130.50	7.5	31.64	30.38	GULFSTREAM-A	AS	14.25	6/15/95	30.0	94.00	15.2
MASSMUTL M&R	NY	7.00	'00	6.55	20.00	327	81.00	8.6	16.20	16.50	INST INVESTOR-B	OC	8.25	2/1/87	4.8	75.00	11.0
MASSMUTL MTG	NY	6.75	'90	2.76	21.00	131	83.00	8.1	17.43	16.50	INTEGRATED-B	AS	12.88	5/15/99	15.4	86.00	15.0
MASSMUTUAL M	NY	6.25	'91	6.00	33.50	179	68.00	9.2	22.78	16.50	INTEGRD RES-B	NY	8.63	4/15/97	85.0	62.13	13.9
MUNY MTG IN	NY	7.00	'90	4.66	11.00	424	78.00	9.0	8.58	8.25	KAUFMAN&BRD-C	NY	12.25	1/15/99	33.4	86.00	14.2
NEW PLAN RLY	AS	9.75	'98	25.00	12.00	2083	108.00	9.0	12.96	13.13	MDC CORP-C	OC	7.00	4/15/93	55.0	63.00	11.1
PLNN REIT	AS	9.75	'03	35.00	25.50	1372	112.00	8.7	28.56	29.25	MSA REALTY-C	AS	9.25	4/1/93	75.0	99.00	9.3
PNB MTG	AS	6.75	'91	2.82	18.31	154	86.00	7.8	15.74	16.13	ORIOLE HOME-A	AS	12.63	6/1/97	20.0	80.00	15.8
PROPERTY CAP	OC	9.75	'08	40.00	38.00	1052	98.00	9.9	37.24	37.88	ORIOLE HOME-C	AS	12.88	7/15/00	25.0	85.00	15.2
PULTE HOME	AS	8.50	'08	59.99	23.75	2525	92.00	9.2	21.85	18.38	REALTY REFUND-A	NY	11.38	11/1/98	20.0	82.00	13.9
PUNTA GORDA	AS	6.00	'92	14.00	19.50	717	59.50	10.1	11.60	6.25	REALTY REFUND-C	NY	12.00	5/15/98	15.0	81.00	14.8
REALTY INCOM	AS	8.00	'91	11.07	16.50	671	78.00	10.3	12.87	7.00	SHI INVSTR-A	AS	14.00	11/1/87	9.9	92.00	15.2
REIT AMER	AS	8.00	'93	46.08	50.00	921	76.00	10.5	38.00	29.00	STD PACIFIC-C	NY	12.75	6/15/99	25.0	84.75	15.0
RYAN HOMES	AS	6.00	'91	6.25	30.50	205	96.75	6.2	29.50	23.88	TRECO-C	OC	6.75	9/1/91	5.3	58.00	11.6
SAUL (BF) RL	OC	6.50	'91	23.17	23.00	1007	74.00	8.8	17.02	16.00	US HOME	NY	10.00	8/15/87	33.7	90.88	11.0
TRECO INC	OC	8.50	'98	4.07	1.62	2516	160.00	5.3	2.59	2.69	US HOME-A	NY	12.75	1/15/89	49.5	98.00	13.0
TRI-SO INV	NY	7.00	'92F	5.81	29.50	197	64.00	10.9	18.88	6.38	DESCRIPTION: A-SENIOR; B-SENIOR SUBORDINATE; C-SUBORDINATE OR JUNIOR SUBORDINATE. VJ-BANKRUPTCY REORGANIZATION. DEF-IN DEFAULT. F-TRADES FLAT, WITHOUT ACCRUED INTEREST.						
US HOME	NY	5.50	'96	4.71	11.98	393	70.00	7.9	8.38	6.38							
WASH CORP	OC	6.50	'91	10.66	23.28	458	58.00	11.2	13.50	2.50							
WELLS FARGO	NY	12.00	'05	27.89	25.03	1114	106.50	11.3	26.65	25.88							

CONVERSION PARITY IS PRICE AT WHICH SHARES WOULD HAVE TO SELL TO JUSTIFY DEBENTURE PRICE. VJ=IN BANKRUPTCY REORGANIZATION. DEF=IN DEFAULT. F=TRADES FLAT, WITHOUT ACCRUED INTEREST. PH=PHILADELPHIA EXCHANGE. PS=PACIFIC EXCHANGE. *-CONVERTS INTO PREFERRED SHARES.

REALTY STOCK GROUP ACTION SUMMARY

GROUP NUMBER & NAME	DIV	NON-DIV	TOTAL	SHARE (000)	BOOK VALUE	ANN DIV	EARN ANN	LAST PRICE	% CHNG OCT 16	FROM-- JAN 1	P/F RATIO	ANN YIELD	% PR TO BK	RETURN ON BK	MARKET VALUE
1 PROPERTY REITS	32	1	33	3604	12.69	1.33	1.20	18.57	0.7	6.4	15.5	7.2	146.3	9.5	2284.4
2 PROP & MTG COMB REITS	12	1	13	4178	13.77	1.71	2.29	19.35	2.2	4.2	8.4	8.8	140.5	16.6	1208.5
3 MORTGAGE REITS	12	1	13	5283	15.53	1.92	1.90	16.27	2.9	-1.7	8.6	11.8	104.8	12.2	1200.9
F SELF-LIQUIDATING REITS	6	0	6	3289	11.97	1.08	0.85	13.61	0.3	-6.4	16.1	7.9	113.6	7.1	266.2
4 MAJOR HOMEBUILDERS	8	2	10	13939	12.15	0.30	1.35	15.48	10.4	-18.7	11.5	1.9	127.4	11.1	1931.7
5 OTHER BLDRS/DEVELOPERS	9	27	36	4805	6.72	0.05	0.65	8.48	3.2	-4.3	13.0	0.5	126.2	9.7	1495.7
6 INCOME PROP BLDR/OWNR	13	12	25	8671	9.44	0.40	1.14	14.32	1.5	12.3	12.6	2.8	151.7	12.0	2216.4
7 MORTGAGE BANKER/FINANCE	7	7	14	10182	6.36	0.20	0.75	10.12	4.7	-8.2	13.5	2.0	159.1	11.8	2073.6
8 DIVERSIFIED RLTY&HOLDING	10	8	18	10613	7.14	0.19	1.42	12.07	2.2	12.7	8.5	1.6	169.0	19.9	1531.1
9 RLTY SVCS/SYNDICATOR	6	2	8	5771	5.47	0.10	1.08	9.74	-0.3	-18.5	9.0	1.1	177.9	19.7	438.8
10 MANUFACTURED HOUSING	4	5	9	12137	5.38	0.14	0.57	9.42	4.8	-19.1	16.6	1.5	174.9	10.5	1153.0
L LIQUIDATING COS			3	6550	5.68	11.79	1.24	10.17	-2.0	26.4	8.2	115.9	179.2	21.9	101.8
OVERALL AVERAGE			188	6917	9.62	0.64	1.15	13.49	2.5	0.1	11.6	4.8	140.2	12.0	15902.1
DOW JONES INDUSTRIALS								102.07	1217.31	1.6	-3.3	11.9	4.8		

NOTE: LIQUIDATING COMPANIES INCLUDED ONLY IN COMPANY AND MARKET VALUE AGGREGATES; NOT INCLUDED IN OVERALL AVERAGES.

REALTY STOCK RANKINGS

REALTY STOCK REVIEW has developed its exclusive Rankings of real estate stocks to indicate relative quality of historic track record for investors. Rankings from "A" to "E", shown in the third column from left in the statistical tables above, are assigned based upon our analysis of five-year earnings and dividend trends, financial strength and liquidity, and management record. Being historical, Rankings are not based upon current price and thus are not intended as recommendations.

An asterisk (*) denotes stocks which cannot be ranked because of insufficient (generally less than two years) operating history in present form or incomplete data. (Z) denotes entities which currently retain Audit or its investment banking affiliate, Campbell & Dillmeier, for specific assignments; and entities for which we are acting as non-retainer intermediary for a publicly announced proposed transaction during the transaction's pendency. (L) denotes liquidating entities, which are not ranked. Rankings and Buy-Sell-Hold advices given without regard to whether the entity subscribes to RSR. Stock prices of REITS tend to be less volatile than stocks of operating companies, hence generally are better suited for longer-term.

BUY - SELL - HOLD ADVICES

Buy - Sell - Hold advices are summarized in the first two left-hand columns in the statistical tables, as "B" = Buy; "H" = Hold; "S" = Sell or Avoid. When two advices are combined (e.g., "B/H"), accent is upon the first advice. Advices are reviewed each issue and advice changes are underlined. Advices are classed as Short-Term ("S/T") for holding less than one year; and Long-Term ("L/T") for one to three years. No advices are given during pendency of a proposed equity-type security offering, or during pendency of an assignment involving Audit or its investment banking affiliate (see "Z" left). Advices are given for most widely held and active stocks, but we cannot advise at all times on thinner, less active stocks. No advices are given for convertibles, warrants or preferreds, which depend upon underlying common.

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